

Message Text

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INR-10 LAB-04 NSAE-00 SP-02 TRSE-00 FRB-03 OMB-01
PA-01 ICA-11 /071 R

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EA/EP:DSTEBBING

DESIRED DISTRIBUTION
EA, EB, COMMERCE, STR,
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-----119816 171653Z /43
R 171350Z JUN 78
FM SECSTATE WASHDC
TO AMEMBASSY TOKYO
USMISSION GENEVA

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GENEVA FOR USMTN

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: TRADE FACILITATION COMMITTEE: NTT'S PROCUREMENT
POLICY

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REFS: (A) TOKYO 09038 (B) TOKYO 3256

1. SUMMARY: THERE IS AN APPARENT CONTRADICTION BETWEEN
STATEMENTS BY NTT PRESIDENT TOKUJI AKIKUSA AND MITI
MINISTER HANAOKA CONCERNING NTT'S PROCUREMENT POLICY. IN
EFFECT, AKIKUSA HAS ACKNOWLEDGED THAT NTT'S PROCUREMENT
POLICY IS TO PURCHASE SOLELY FROM DOMESTIC MANUFACTURERS

WHILE HANAOKA HAS STATED THAT NTT IS COVERED UNDER THE CABINET ORDER OF JANUARY 13, 1978, CALLING FOR INCREASED EFFORTS TO IMPLEMENT GOJ PROCUREMENT POLICY WHICH IS "TO TREAT FOREIGN SUPPLIERS AND DOMESTIC SUPPLIERS EQUALLY" (REF B). END SUMMARY

2. AS REPORTED REF A, PARAGRAPHS 2 AND 3, A CONFIRMED PRESS ACCOUNT OF AKIKUSA'S MEETING WITH PRIME MINISTER FUKUDA MAY 17 QUOTES AKIKUSA AS TELLING FUKUDA THAT "NTT USED ONLY DOMESTICALLY PRODUCED EQUIPMENT...AND... HE WOULD LIKE THE CURRENT SYSTEM CONTINUED." THIS STATEMENT IS INCONSISTENT WITH HANAOKA'S POSITION SET FORTH IN HIS MARCH 14 LETTER TO E/CBUTTON ON TFC CASE NUMBER SIX

(GENERAL DATACOMM INDUSTRIES), NAMELY, THAT "NTT HAS NO INTENTION OF EXCLUDING ANY FOREIGN MODEMS" AND WILL CONFORM TO JANUARY 13, 1978 CABINET ORDER ON GOVERNMENT PROCUREMENT. AKIKUSA'S STATEMENT APPEARS TO BE PRIMA FACIE EVIDENCE THAT NTT HAS IGNORED THE CABINET ORDER SO FAR. IT ALSO BUTTRESSES OUR POSITION IN TFC CASE NUMBER SIX THAT THE NTT RATE REVISION ON MODEM-RELATED SERVICES WAS IN EFFECT A TRADE-RESTRICTIVE MEASURE SINCE, BY AKIKUSA'S OWN ADMISSION, NTT HAD NO INTENTION TO SOURCE MODEMS FROM FOREIGN SUPPLIERS.

3. FYI: NTT IS INCLUDED ON OUR REQUEST LIST FOR COVERAGE LIMITED OFFICIAL USE

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BY THE GOVERNMENT PROCUREMENT CODE UNDER NEGOTIATION IN THE MTN. END FYI

4. EMBASSY MAY WISH TO MAKE THIS POINT WITH HANAOKA AND NTT OFFICIALS AT AN APPROPRIATE TIME. WE WOULD FIND HELPFUL GOJ CONFIRMATION THAT NTT IS UNDER INSTRUCTION TO OBSERVE JANUARY 13 U.S.-JAPAN (STRAUSS-USHIBA) UNDERSTANDING ON GOVERNMENT PURCHASING.

5. TO ASSIST U.S. COMPANIES WISHING TO SELL EQUIPMENT TO NTT, WE WOULD APPRECIATE EMBASSY REPORT ON PROCEDURES FOR REGISTERING AS A QUALIFIED SUPPLIER. THIS INFORMATION WILL BE PASSED ON TO GENERAL DATACOMM AND OTHER INTERESTED U.S. MANUFACTURERS. NEWSOM

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE154923
Document Source: CORE
Document Unique ID: 00
Drafter: BIE PR/OCA/JPN/ALAFAVE
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780254-0328
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780647/aaaaboim.tel
Line Count: 108
Litigation Code IDs:
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Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 980dc486-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 TOKYO 9038, 78 TOKYO 3256
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2306862
Secure: OPEN
Status: NATIVE
Subject: TRADE FACILITATION COMMITTEE: NTT'S PROCUREMENT POLICY LIMITED OFFICIAL USE
TAGS: BEXP, JA
To: TOKYO GENEVA
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/980dc486-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014